



PERFECULAR

The leader in Deterministic AI

MODERNISING CORPORATE FILING WITH SOFTWARE-DRIVEN ACQUISITIONS

Agenda

01 Problem & Solution

02 Acquisition Strategy

03 Market & Projections

04 Funding & Exit

Perfecular is a wholly owned subsidiary of Focus Universal



A \$2.5BN INDUSTRY STILL RUNNING ON PAPER

INDUSTRY PAIN

- Manual, admin-heavy, low-margin operations
- Ageing or lifestyle operators with no clear succession
- Limited tech adoption across the long tail

MARKET CHARACTERISTICS

- Recurring compliance needs renew annually
- Sticky client relationships with high switching cost
- Fragmented across thousands of small operators

A fragmented, profitable but **inefficient** industry, primed for software-driven roll-up.

WE BUILT SOFTWARE TO LET TEAMS HANDLE MORE

Your same team handles more volume with lower costs per filing, and thus higher net margins.

WHAT IT DOES

- 01 Automates filing workflows end to end
- 02 Reduces processing time per case
- 03 Minimises manual errors and rework
- 04 Increases case capacity per staff member

95%

TIME SAVED

Filings take minutes, not hours.

90%

ADMIN LABOUR REDUCTION

Same headcount, ten times the output.

8x

CAPACITY PER STAFF

Trained operators handle eight times the case volume post-migration.

HOW OUR PROPRIETARY SOFTWARE WORKS

We developed a **deterministic AI** that is trained specifically for filing and processing.

GENERATIVE AI

PROBABILISTIC

Traditional generative AI cannot guarantee exact correctness in scenarios that require strict rules, consistency, and validation.

- Drafts language, summarises and interprets context
- Identifies patterns and produces plausible outputs
- Strong at ideation, consultation, and translation

No guarantee of correctness, system-wide consistency, or audit defensibility.

DETERMINISTIC AI – OUR BUILD

DETERMINISTIC

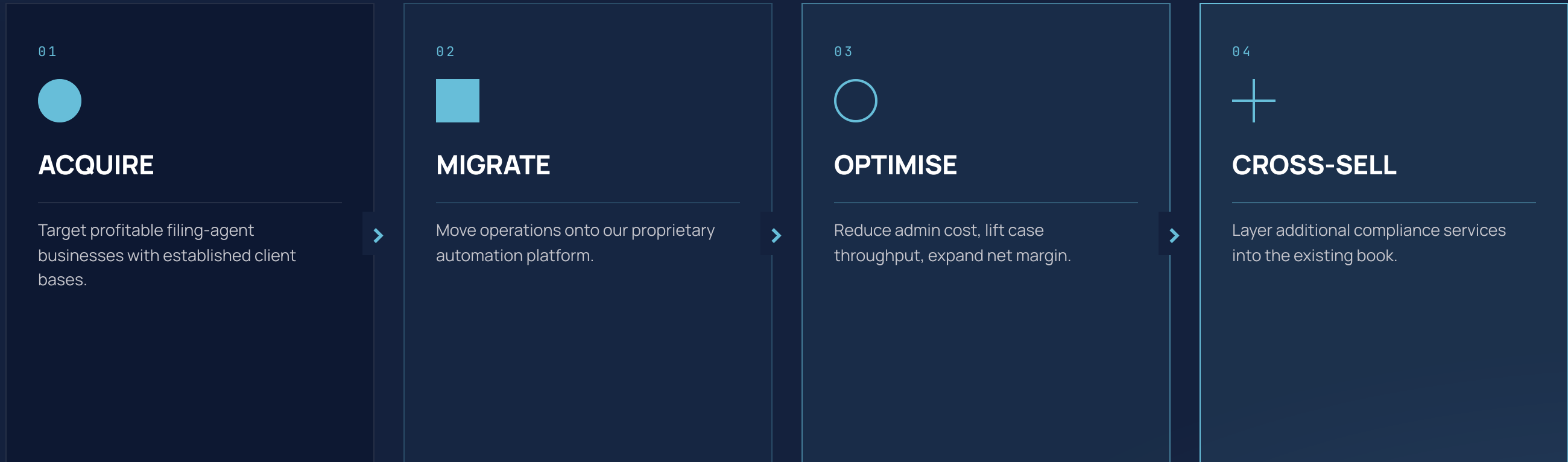
Our proprietary deterministic AI enforces explicit rules and validation logic, ensuring structure, consistency, and compliance.

- Cross-document consistency, line by line
- Reproducible outputs with traceable reasoning
- Audit-ready and legally defensible by design

Built for filing. Every number reconciles and aligns.

Generative AI drafts whilst **Deterministic AI** files.

THE ACQUISITION PLAYBOOK



Buy low-tech cash-flow businesses, apply proprietary automation, expand margins, **and repeat.**

SAME REVENUE. DOUBLE THE PROFIT.

BEFORE ACQUISITION

BASELINE OPERATOR

Annual revenue	\$500K
Net margin	20%

ANNUAL PROFIT

\$100K

x 2 PROFIT

AFTER SOFTWARE INTEGRATION

POST-MIGRATION

Annual revenue	\$500K UNCHANGED
Net margin	40%
Admin cost per case	-60%
Case capacity per staff	8x

ANNUAL PROFIT

\$200K

Same client base, same revenue. Profit **doubles** on margin lift alone.

ROLL-UP STRATEGY

ENTRY MULTIPLE

2-4x

EBITDA paid for established filing-agent businesses with sticky, recurring revenue.

- 01 Target small-to-mid filing agents with proven cash flow
- 02 Purchase at **2-4x EBITDA**
- 03 Integrate operations directly onto our software
- 04 Improve margins through automation, **deterministic AI**, and cross-sell
- 05 Repeat across the long tail

A **\$5B** REGISTERED-AGENT SERVICES MARKET



SOURCE: GLOBAL REGISTERED AGENT SERVICE MARKET • WISE GUY REPORTS

Compliance spend grows with global business formation. **Non-discretionary, contractual, year on year.**

WHAT WE OWN



PROPRIETARY SOFTWARE

End-to-end automation platform built and operated in-house.



PROVEN PROFITABILITY

Focus Universal's own filing operations run profitably on the platform today.



OPERATIONAL EXPERTISE

Filing-agent operating experience and a tested migration playbook.



ACQUISITION PLAYBOOK

Repeatable acquire, migrate, optimise sequence.



RECURRING REVENUE BASE

Compliance work renews annually. Revenue is contractual and predictable.



STICKY CLIENTS

High switching cost across regulated workflows. 7+ year average client tenure.

WHAT YOUR CAPITAL COMPOUNDS INTO

10

Acquisitions per year, scaling as portfolio cash flow self-funds the cadence.

ACQUISITIONS / YEAR

\$20M

Cumulative revenue from acquired books over the three-year period.

REVENUE GROWTH

\$8M

EBITDA expansion from margin lift across the portfolio, due to Generative AI.

EBITDA EXPANSION

\$6M

Free cash flow generated over the same period.

CASH FLOW

Predictable, cash-generating growth that compounds from year one.

WE ARE RAISING \$10M TO SCALE THE PLAYBOOK

\$10M

ACQUISITION CAPITAL · 6-8 TRANSACTIONS OVER 24 MONTHS

USE OF CAPITAL

- 60% Acquire 6-8 filing-agent businesses
- 25% Integrate generative AI operations onto the platform
- 15% Scale the centralised tech platform

YOUR PATHS TO LIQUIDITY

01

PE ROLL-UP

Sale to a private-equity sponsor running a larger filing-services roll-up.

02

STRATEGIC

Strategic sale to an established corporate-services firm.

03

COMPLIANCE PLATFORM

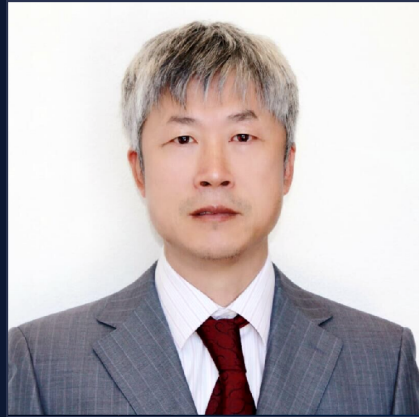
Combination with a larger compliance platform.

04

PUBLIC MARKET

FCUV is NASDAQ-listed today; we grow as a public-market independent.

LEADERSHIP



CEO

Dr. Desheng Wang

Founder and CEO of Focus Universal. PhD Chemistry, Emory; senior research fellow at Caltech for 17 years.



CFO & DIRECTOR

Irving Kau

Former CFO of Origin Agritech (Nasdaq: SEED). Former Managing Partner at Elementz Ventures and KW Capital. Rice graduate; PhD candidate at USC.



DIRECTOR

Carine Clark

Chief Innovation Officer at Lumio. Chair of the Utah Governor's Office of Economic Opportunity. Former Executive Chair of Domo (Nasdaq: DOMO).



DIRECTOR

Michael Pope

Former CEO and Chairman of Boxlight Corporation (Nasdaq: BOXL). Took Boxlight public; led acquisition-driven growth.



DIRECTOR

Sean Warren

Cloud and IT compliance leader. Former Director of Cloud Operations at Domo. Former VP Global Platform Services at Cotiviti.

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THANK YOU

Software-driven filing-agent roll-up. Nasdaq-listed. Compounding from year one.

CONTACT

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